

## **FUNDERS TO TELL NONPROFITS HOW TO ASK FOR MONEY**

**JACKSON** – Mississippi nonprofits have a rare opportunity to interact with major donors and learn what tactics will build positive relationships and win support for their operations.

The Mississippi Center for Nonprofits will host a seminar Nov. 12 entitled “A Guide to Great Donor/Funder Relationships”. The seminar will be led by Mike Ward, one of the South’s proven pros at building relationships and winning grants from national and regional funders. Ward will share his tried-and-true methods for approaching funders and requesting contributions.

“It’s all about relationships,” Ward says, noting that relationship-building will be the focus of his message. “It is essential that you gain the donors’ trust and respect.”

The seminar will begin at 10:30 a.m. Nov. 12 with instruction from Ward, followed by a luncheon with a panel of three major donors who will discuss how they prefer to be approached about giving grants. The seminar will conclude at 1:30 p.m. The cost is \$25 for members of the Center and \$55 for non-members. Please contact the Mississippi Center for Nonprofits for directions to the Nov. 12 seminar and to register: 601-968-0061.

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